

TRE-001-C3ELTS-RFQ

Bidder Questions are in black below

Treasury answers are in red below

November 8, 2016 @ 3:00 pm	deadline for questions
November 18, 2016	Questions & Answers posted to COMMBUYS

Treasury Comment:

The Office of the Massachusetts State Treasurer and Receiver General (“Treasury”) is in the initial stages of determining a solution for the implementation of House No. 3932, pertaining to recreational marijuana, which was passed in Massachusetts on November 8, 2016.

Regulation of recreational marijuana is in its infancy nationwide, as such many of the details are yet to be finalized, and this fact is reflected in our answers below. The purpose of this Request for Qualification (RFQ) is to inform our decision making, and to identify suitable vendors to implement a solution, where such vendors will then be able to bid on the next phase (likely an RFP/R). For more information about House No. 3932, potential bidders are encouraged to read the law, which is available on the Treasury’s website:

www.mass.gov/treasury/marijuana

Where necessary details are missing, it is our hope that vendors will use their experience to make reasonable assumptions, and document those assumptions in their response. We recognize that we are requesting that vendors submit a fixed price cost for their services to implement this system, which can be difficult given the unknown details. Again, we ask that vendor make reasonable assumptions to determine such a fixed price. The Treasury anticipates issuing an RFP/R in the beginning of the second quarter of 2017 that is informed by the responses to the RFQ. Qualified vendors will have an opportunity to revise their cost response when responding to the RFP/R and will also have an opportunity to recommend alternative pricing strategies which might better meet our needs.

1. Whether companies from Outside USA can apply for this? (like, from India or Canada)
Yes, companies from outside the United States can submit responses.
2. Whether we need to come over there for meetings?
Yes, there will be periodic meetings in our Boston Treasury office.
3. Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada)
Yes, work related to this RFQ can be performed outside of the United States.
4. Can we submit the proposals via email?
No, responses may not be submitted via email.
5. International companies are allowed to participate?

See answer #1.

6. Regarding Attachment B, cost proposal. The worksheet shows a very specific way of providing a price proposal. However section XI, subsection B alternatives and samples states: ***“bidders may submit proposals offering alternatives, which provide equivalent or better or more cost effective performance during the period of contract”***

How would we bid an alternative SaaS model properly, as the current cost model attachment does not seem to fit a SaaS offering?

We are open to receiving alternative pricing models that do not fit the model specified in Attachment B. Any such model must be specific and enable the Treasury to calculate the cost for the entire project.

7. What is the estimated budget allocated to this project?

This is still to be determined and responses to the RFQ are meant to inform the budget process.

8. International companies are allowed to participate in this RFQ?

See answer #1.

9. How many users do you foresee using the system at initial rollout?

Section II, subsection D states, “The Treasury desires an initial phase of the C3ELTS to deliver, at a minimum, basic licensing and tracking functionality by September 1, 2017, sufficient to accept and process license applications from retailers, growers and cultivators, manufacturers, processors, deliverers, and testing facilities.” Vendors may assume, for purposes of this RFQ, that there will be 30 internal users for the initial rollout (and ultimately 45 internal users for the final system) as well as license applicants from retailers, growers and cultivators, manufactures, processors, delivers, and testing facilities.

10. How many internal analytics users will you require?

The number of reports that will be required is not yet determined at this time. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

11. Do you currently have your own third party payment facility or are you open to use our payment processing that comes with the solution?

We are open to all possible solutions.

12. What do you mean by “License self-service”

Section 2, subsection C of the RFQ references “Licensee Self Service.” This refers to those functions which allow a licensee to get service directly from the system (using a Website, or an app, for example) such as applying for a license, renewing a license, changing a mailing address, etc.

13. Tracking

- We don't have the know-how to execute this part of the project. Would it negatively impact our bid?
The Treasury is looking for a complete solution to all requirements. Responses that reflect this are preferable. However, we are aware that such a solution or vendor might not be available or practical. The Treasury is therefore interested in reviewing all responses, even if some of the requirements are not able to be met. In addition, the Treasury encourages vendors to subcontract with other vendors who do have the particular expertise.
- Will the Treasury and CCC be willing to use other vendors to meet this system requirement?
The Treasury is open to contracting to more than one vendor to be able to meet all of the requirements. This is not our preferred option.

14. Are there specific security protocols the system has to adhere to?

Commonwealth's Cyber Security Policies are found at:

<http://www.mass.gov/anf/research-and-tech/cyber-security/security-for-state-employees/security-policies-and-standards/>

15. How many reports are you looking for? What kind of reporting will you require (ad hoc, standard, etc.)?

See answer #10.

We expect to need both ad-hoc and standard reports.

16. RFQ Section XI.A asks for 1 original hard copy and 2 USB drives. Attachment B – Cost Proposal asks vendors to provide the “*electronic version of the cost response must be submitted on a separate memory stick*”. Please confirm the separate USB with vendor pricing is one of the two total USBs required. In other words:

- 1 original hard copy of proposal (excluding Attachment B – Cost Proposal)
- 1 USB of proposal (excluding Attachment B – Cost Proposal)
- 1 hard copy of Attachment B – Cost Proposal (separately sealed)
- 1 USB of Attachment B – Cost Proposal (separately sealed with hard copy)

We are requesting:

- 1 original hard copy of proposal (excluding Attachment B – Cost Proposal)
- 2 USBs of proposal (excluding Attachment B – Cost Proposal)
- 1 hard copy of Attachment B – Cost Proposal (separately sealed)
- 1 USB of Attachment B – Cost Proposal (separately sealed with hard copy)

17. RFQ Section VII.F on page 15 requires vendors to “submit a statement acknowledging that it accepts the provisions of Section 11. Indemnification of the Commonwealth Terms and Conditions”. Likewise, Section VII.G.1 on page 16 states “this form must be unconditionally signed...and submitted without alteration”.

However, the instructions on page 3 in Attachment C – Mandatory Forms state “if your firm takes exceptions to anything in this contract document the exception should be clearly identified in the cover letter”.

Please clarify if vendors can take exception to any of the Commonwealth’s Terms and Conditions or Standard Contract Form.

Yes, vendors can note exceptions to any of the Commonwealth’s Terms and Conditions or Standard Contract Form in the cover letter.

18. RFQ Sections VII.G.6 and 7 on pages 17 and 18 state firms are not obligated to participate in the Treasury Supplier Diversity Program nor the Invest in Massachusetts Program, however, 5% of the scoring points are allocated to a high quality TSDP and an Invest in Massachusetts Plan.

Please clarify if the 10% allotted to both programs is included in, or is in addition to, the total evaluated points for the RFQ response? In other words, if Vendor A does participate in both programs, is their evaluated point total 100% or 110%? Conversely, if Vendor B does not participate in either program, is their evaluated point total 90% or 100%?

Vendors are evaluated out of 100% and can either score no points or all the points allocated to each program. If vendor A does participate in both programs, their highest point total is 100% and if vendor B does not participate in either program, their highest point total is 90%.

19. RFQ Section VI on page 12 states “Responses must include the following...(4) A draft Statement of Work (“SOW”) which should include the Bidder’s proposed description of project scope and responsibilities of the parties. The SOW template is shown in Attachment C.”

Please confirm vendors are not required to use the Commonwealth’s SOW template in Attachment C in their proposal responses.

Vendors may use the Commonwealth’s SOW template or may use their own.

20. RFP Attachment A – Bidder Response Questions states “If your bid represents a Prime and Subcontractor(s), answer each section for all companies on the bid”. Please confirm prime vendors are not required to include completed mandatory forms in Attachment D for subcontractors.

Correct. Prime vendors are not required to include completed mandatory forms in attachment D for subcontractors.

21. Part II on the Invest in Massachusetts Data Form states “If you answer ‘No’ to Inquiry #1 of this Part II, then you are not required to complete Part III of this IMD Form.” Please confirm vendors who answer No to Inquiry #1 do not need to include the form in their proposal.

The form is required as part of the response, even if the vendor does not participate in the program.

22. How many types of applications are expected in the C3ELTS system that need renewals, amendments etc. How many license types are expected?

The Treasury anticipates licensing retailers, growers/cultivators, manufacturers, processors, deliverers, and testing facilities. There may be more added in the future, but this has not yet been determined.

23. What is the estimated budget for this project?

See answer #7.

24. Is remote work allowed? Can the team be offsite or is the preference for the full team to be onsite?

Remote work is allowed. However, the Treasury expects frequent on-site meetings for status, demos, business analysis, etc.

25. "FedRAMP certification, if the Treasury (or the CCC, once constituted) decides to have the respondents host the solution." Does this mean the agency prefers a Cloud based solution Vs On premises?

The Treasury does not have a preference at this time.

26. "The C3ELTS must be able to fulfill the requirements described in Section II.C of the RFQ. In addition, it is preferable for the system to also include: A web service for Industry submission of inventory data; A RFID based inventory tracking solution including mobile device applications for state use and Industry Organization use. "

- Can you please confirm what external system the C3ELTS system should interface with?

The Treasury is still determining the interface details. See Section II, Subsection B, Figure 1. C3ELTS Overview for our current understanding of the interfaces, at a high level. If a response requires additional details, make reasonable assumptions and state the assumptions clearly in the response.

- Can the mobile applications be HTML5 or must they be iOS and Android?

Yes, the Treasury is open to all such responses for a mobile application.

27. Is there an existing system? Will data conversion from an old system to C3ELTS be expected?

There is no existing system. Data conversion from an old system will not be required.

28. Is there a preference in project methodology; "Waterfall Vs Agile"?

The Treasury is open to either methodology.

29. Which database (Oracle or SQL) is preferred?

The Treasury is open to either database.

30. Can you provide details of the external system that C3ELTS needs to interact with (Cultivators, Manufacturers, Retailers etc.)?
See answer #26.
31. Are there any dedicated terminals currently being utilized for payment processing? Are there any expected hardware (card swipe terminals, check scanners) upgrades expected?
There currently are no dedicated terminals being utilized for payment processing, so no upgrades are needed.
32. Regarding the vendor insurance requirements; is a fidelity bond required or is suitable liability coverage sufficient? Are there required policy limits established?
Either is suitable. No policy limits have been established.
33. Has the RFID tracking hardware device vendor been selected? If so, can the vendor name be provided. If not, is there a list of vendors being considered?
The Treasury has not yet explored RFID tracking hardware.
34. Will the bar code be generated outside of C3ELTS or can the system generate and enable printing/distribution of soft & hard-copy bar codes on demand?
The Treasury is open to any solution for bar code generation.
35. Is there a list of both internal and external Interfaces available for systems integration needs?
See answer #26.
36. What legacy systems are to remain in place with which C3ELTS must integrate (such as: payment systems, RFID tagging, etc.)?
This is a completely new system. There will not be legacy system considerations.
37. Will fielded enforcement agents be required to be equipped with a hardware device such as a tablet in order to interface with the system (for example: to obtain e-Signatures, or conduct mobile inspections). If so are there any pre-selected mobile-device vendors or restrictions for such hardware vendors (i.e. 'tough-book' ultra-durable laptops vs. tablet devices)?
The Treasury is open to all solutions for field enforcement agents. We currently anticipate that any such solution will involve equipping them with a hardware device such as a tablet, but no decisions or vendors have been determined.
38. Will the state require retailers (and other such distributors in the chain such as wholesalers & cultivators) to obtain point-of-sale systems from a pre-approved list of vendors in order to optimize processing integration roll-up to the states divisions? If so, can a list of said vendors please be provided?
This has not yet been determined, but is a likely requirement. No such list of vendors has been determined.

39. Can systems development work be produced by authorized offshore personnel (whom would NOT have access to any production level PII/SII, State specific data)?

See answer #3.

40. Will the state require retailers (and other such distributors in the chain such as wholesalers & cultivators) to obtain inventory management/control systems from a pre-approved list of vendors in order to optimize processing integration roll-up to the states divisions? If so, can a list of said vendors please be provided?

This has not yet been determined, but is a likely requirement. No such list of vendors has been determined.

41. Payment Processing - is C3ELTS going to perform this function entirely (e.g. integrate with a merchant or payment processor) or will C3ELTS integrate with another existing payment processing system in the state?

This has not yet been determined. The Treasury is open to all solutions.

42. Licensee Self-Serve - what types of functions would be done through this portal? Applying for renewals, updating contact info, etc.?

The detailed requirements of Licensee Self-Service have not yet been determined, and the Treasury is open to all responses. We anticipate, at a minimum: applying for a license, renewing a license and updating contact information. If a response requires such details, make reasonable assumptions and clearly state the assumptions in the response.

43. Will there be a list of approved External Interfaces, or will any be eligible to integrate? Who will make this determination?

This has not yet been determined. The determination will likely be made by the soon to be created CCC.

44. Under "Tracking" requirements, inventory management, RFID tagging, and POS processing is listed, but these seem like functions that would be done by the External Interfaces (e.g. 3rd party software). Is the intent that the C3ELTS system simply has a data model and APIs to collect that data, or would the cultivators, manufacturers, retailers, etc. be interfacing directly with C3ELTS?

Treasury is open to either solution for Tracking.

45. What is the volume of users for the Dept. of Rev, DPH and DPS?

This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

46. Is the State open to alternative pricing structures?

See answer #6.

47. The response requires that the vendor provide a statement that the Bidder has complied with all filing requirements of the Massachusetts Secretary of State. Where can the filing requirements of the Massachusetts Secretary of State be found in order to comply?

48. Attachment B: Cost Proposal, page 32

- We license our software on a concurrent user basis. Two questions. How many State Treasury office staff members will require access to the system? How many of those users would be accessing the system concurrently during a peak system use period? Note: We typically see somewhere between a 3:1 and 4:1 ratio between registered users and concurrent users.

See answer #9. We do not know how many would be accessing the system concurrently during a peak system use period. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

49. Section II, Letter B, Page 9

It is anticipated that the Treasury and the CCC, once constituted, will need to procure an Electronic Licensing and Tracking System (“C3ELTS”) to facilitate the licensing of recreational marijuana retailers, growers/cultivators, manufacturers, processors, deliverers, and testing facilities.

- Will employees (agents) of licensed recreational cannabis players in MA (e.g., growers/cultivators, processors, manufacturers, testing facilities, dispensaries, etc.) require a license and will they be required to have an ID card? If so, will producing and managing (e.g., charging and collecting for replacement cards) the ID card be a function of the C3ELTS? If so, is there a preferred card vendor at the Commonwealth that respondents should work with to understand and price the interface requirements? Can the Commonwealth provide contact information for the preferred card vendor?

This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

50. Section II, Letter B, Page 9. The RFQ specifies that “seed-to-sale tracking is likely to be a core component of marijuana regulation, and that the CCC will also need the C3ELTS to incorporate the requirement for RFID tracking of seeds to plants to products and that the C3ELTS must have the ability to integrate with hardware/equipment needed for the inventory and point of sale management.”

- Will the State Treasurer issue to licensees, and charge and collect fees for, all RF ID tags and RF ID reader equipment to meet the seed-to-sale requirement of using RF ID tags and to ensure compatibility of all RF ID tags, equipment and related interfaces with the C3ELTS?

This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

51. Section II, Letter B, Page 9. The RFQ specifies that “seed-to-sale tracking is likely to be a core component of marijuana regulation, and that the CCC will also need the C3ELTS to incorporate the requirement for RFID tracking of seeds to plants to products and that the C3ELTS must have the ability to integrate with hardware/equipment needed for the inventory and point of sale management.”

- Will licensees be required to provide marijuana seed, plant and product inventory information to the State Treasurer? If so, how often will this information need to be provided, and at what level of detail?

This has not yet been fully determined, but the Treasury currently anticipates at least tracking plants as soon as they reach a certain maturity. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

52. Section II, Letter B, Page 9. “seed-to-sale tracking is likely to be a core component of marijuana regulation, and that the CCC will also need the C3ELTS to incorporate the requirement for RFID tracking of seeds to plants to products and that the C3ELTS must have the ability to integrate with hardware/equipment needed for the inventory and point of sale management.”

- Will the C3ELTS track the inventory of every seed, plant and product from cultivation to harvest, or will this be the responsibility of the licensee with licensee inventory information made available to the State Treasurer periodically or during inspections?

This has not yet been fully determined, but the Treasury currently anticipates at least tracking plants as soon as they reach a certain maturity. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

53. Section II, Letter B, Page 9. “seed-to-sale tracking is likely to be a core component of marijuana regulation, and that the CCC will also need the C3ELTS to incorporate the requirement for RFID tracking of seeds to plants to products and that the C3ELTS must have the ability to integrate with hardware/equipment needed for the inventory and point of sale management.”

- Will the State Treasurer inspection staff use RF ID equipment for inspections and verification of licensee inventory, or will RFID tags and equipment only be used by licensees for tracking and inventory purposes?

This has not yet been determined. However, it is likely that the inspection staff will use the RFID equipment for inspections and inventory verification. So, it is likely that the RFID equipment will not only be used by the licensees.

54. C3ELTS System, Page 21. A RFID based inventory tracking solution including mobile device applications for state use and Industry Organization use.

- We believe in leveraging embedded technology where feasible and appropriate to reduce costs and project risks. Registered Marijuana Dispensaries (RMD) for medical marijuana in Massachusetts have invested in seed-to-sale technology under the regulations of that statute, and could become licensees of recreational marijuana. Does the State Treasurer envision using/leveraging marijuana inventory, point-of-sale and RFID tagging solutions already in place in the Commonwealth by RMD’s for recreational marijuana seed-to-sale tracking? If so, can the Commonwealth provide a point of contact for the vendor(s) the RMD’s are using for tracking seed-to-sale and inventory for medical marijuana licensed participants (e.g., RMD’s) in order to discuss potential partnering and

interface requirements, and to potentially leverage these investments for recreational marijuana seed-to-sale tracking?

This has not yet been determined.

55. Section II, Letter B page 7. The C3ELTS must have the ability to integrate with hardware/equipment needed for the inventory and point of sale management.

- What level of detail, if any, would the Treasury have in their system with respect to inventory?

This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

56. Attachment B: Cost Proposal

2. Submit the firm fixed price cost for each proposed phase of the project.

- As stated in the RFQ, the C3 ELTS system must be able to adapt to the changing regulations and requirements of a rapidly evolving industry. Without knowing the final legislation and subsequent system requirements to meet the Treasury's needs, vendors will need to build in significant risk premiums and contingency into their prices in order to provide a firm fixed price estimate.

With the goal of maximizing the value of firm fixed priced bidding, would the Treasury consider limiting the scope of the initial Phase 3 Cost Proposal evaluation to hourly rate by Functional Title / Role, with the intent of negotiating fixed price by phase costs with qualified vendors once regulations and requirements are more clearly defined?

The Treasury is looking for a cost estimate that will help us to budget for the project, as well as a basis for comparison between vendors. We are looking for a cost with reasonable assumptions listed. We recognize that many of the assumptions will not turn out to be correct. However, it will give us a basis for estimation. Once the details are finalized, a selected vendor will have an opportunity to refine their costs, as well as to propose alternative potential cost-saving cost models.

57. RFQ Page 8-9, Section D: Solution Considerations

- Can the Treasury please clarify its requirements for a vendor solution by September 1st, 2017? On pages 8-9 of the RFQ, Section D: Solution Considerations it states the following:

“The Treasury desires an initial phase of the C3ELTS to deliver, at a minimum, basic licensing and tracking functionality by September 1, 2017, sufficient to accept and process license applications from retailers, growers and cultivators, manufacturers, processors, deliverers, and testing facilities.”

This sentence appears to imply that only licensing and tracking of licensing is required by September 1st, 2017? Is this interpretation correct?

Yes. The CCC will need to begin accepting license applications by October 1st, 2017. We therefore require that a **basic** system must be in place by September 1st, 2017 which will be able to accept and process license applications.

58. RFQ Page 8-9, Section C: Functional Requirements

- Can the Treasury please provide more detail on its expectations for a vendor solution as it pertains to Fines and Hearings? Is the Treasury expecting that a vendor solution would need the capability to compute fines based on business rules or simply house and track fine information? Additionally, for hearings, what are the Treasury's expectations for the vendor solution beyond the capability to generate notifications based on available system information?

The Treasury has not yet determined these details. Therefore, it would be ideal if a system could handle the minimum requirements (i.e. House and track information, generate notifications, etc.), and possibly add functionality as needed in a later phase.

59. RFQ Page 8-9, Section C: Functional Requirements

- Can the Treasury please provide additional information on its expectation for eSignature processing? Will the selected vendor be required to provide functionality to create eSignatures or simply accept and retain eSignature information?

The Treasury has not yet determined these details. We anticipate that the system will simply accept and retain eSignature information.

60. RFQ Page 8-9, Section C: Functional Requirements

- Can the Treasury please expand on its expectations for inventory management? What level of detailed information is the Treasury expecting the selected vendor would be able to track?

This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

61. Section H, Page 24: Training

- Can all users be trained in the same training session or will each role need to be trained in separate sessions? Will the Treasury please provide how many users are within each user group mentioned in the solicitation for an accurate training approach?

This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

62. Fixed Price Cost

- After significant review of the RFQ we believe that submission of an "accurate" fixed price cost would be difficult if not impossible. There are major components that have not been addressed in the RFQ which would allow respondents to access requirements and to provide your office with an accurate cost proposal. One example is RFID and the products associated with RFID. Is it the intent to tag each plant or is a grouping of plants sufficient? Who will issue the tag? Is that

something the treasurer's office will do? What does the treasurer wish to gather from the RFID tag? We are asking that the Treasury respond by revising the RFQ and adding the requirements that are needed for the various components.

See answer #56.

63. Proposal Due Date

- We are asking that the Treasurer revise the due date of the proposals by a minimum of 4 weeks. Given the questions above, other questions that others will ask, the lack of specifications etc., vendors wishing to respond will not have adequate time to review answers to questions and provide the quality proposals that the Treasurer wishes to receive.

The Treasury announces that the deadline for RFQ Responses is now Wednesday, December 21st, 2016, at 4:00pm.

64. In regards to the RFID components of the RFQ:

a. Does the bidder need to provide the technology and hardware for the RFID component of the solution?

No, unless it is a part of the vendor's total solution. However the Treasury would appreciate recommendations for hardware choices, if available.

b. If yes to a, does the bidder need to include the process design, sourcing/build, auditing, procurement, distribution and management of the RFID hardware?

No

65. Is the general approach for C3ELTS to serve as the interface for Commonwealth of MA for all licensing and enforcement tasks, and as a database with APIs for the tracking data? In other words, Will C3ELTS be an interface for Marijuana Establishments, or will those establishments use other 3rd party COTS applications that will integrate with C3ELTS? See Figure 1 below.

This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

66. Does the Commonwealth of MA have a preference for cloud-hosted applications, on-premise applications, self-hosted, vendor-hosted, etc.?

See answer #25.

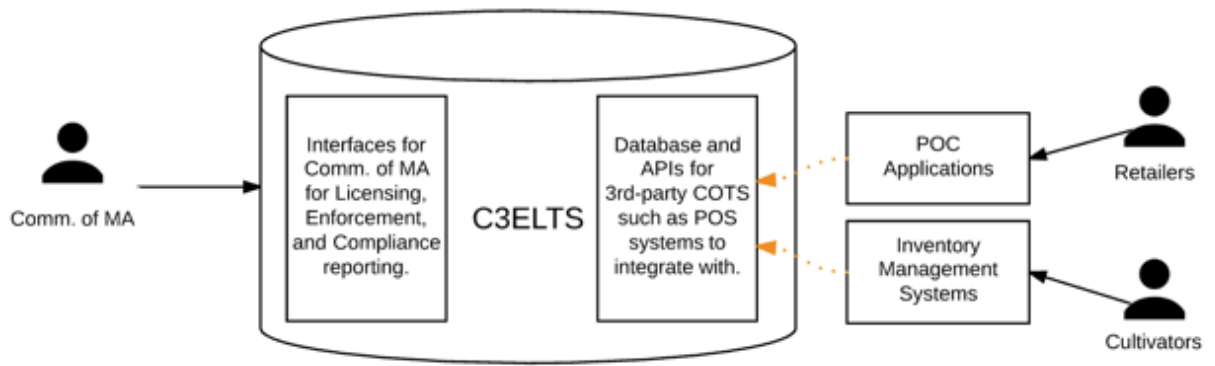


Figure 1: Our current understanding is that C3ELTS will not be the direct interface for marijuana establishments such as retailers and cultivators, but rather a database accessible via APIs to those COTS applications. C3ELTS would be the direct interface for Comm. of MA employees.

67. Will the Commonwealth of MA want to make configuration and/or code changes to the C3ELTS platform with an in-house technical team, or will that be the sole responsibility of the vendor?

This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

68. Will the desired license application process be paper-free, and fully done online?

The Treasury prefers a paper-free solution, if possible.

69. Will C3ELTS integrate with an existing State payment processor, or include native payment processing? What forms of payment will be supported?

See answer #41. The Treasury is has not yet decided the forms of payment that will be supported.

70. Does the Commonwealth of MA have a preferred and approved eSignature solution vendor?

Not at this time.

71. What is a typical number of approval steps for a given License to be approved?

This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

72. Will there be a “redlining” revision process between the applicant and state that needs be tracked?

This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

73. Will the licensing of existing medical marijuana establishments be moved into C3ELTS?
Is there a data migration expected to occur for this?
This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.
74. For all Tracking functionality, will C3ELTS be a data repository for 3rd party applications to push data into, or will C3ELTS contain functionality such as Point of Sale processing, Inventory Management, and RFID Tagging? This relates to the architecture question in Figure 1.
This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.
75. Will there be a list of approved 3rd party COTS applications for marijuana establishments to use, that are approved to be used in MA?
This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.
76. Is GPS route-randomization a requirement for Cultivators and other marijuana establishments doing deliveries?
This is not intended to be a requirement of the C3ELTS system, at this time.
77. What specific data will require local-level tracking and compliance reporting? An example is local tax laws, or local limits on number of establishments, etc.
It is anticipated that there will be local-level data that will need to be tracked by the system. However, the exact details have not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.
78. What mobile devices and platforms should C3ELTS support?
See answer #37.
79. What kinds of hearings or hearing data will be tracked with the C3ELTS system?
See answer #58.
80. Will fines be paid via the same payment processing mechanism as the licensing fees?
It is our intention that this will be the case, however it has not yet been determined.
81. Will C3ELTS be the system of record for tracking the 3.75% tax revenue, plus local-level taxes?
This has not yet been determined. If a response requires this detail, make a reasonable assumption and clearly state the assumption in the response.

82. Will C3ELTS be responsible for tracking and enforcing the local-level tax variations?

See answer #81.

83. How many named back office users will use the system?

See answer #9.

84. How many code enforcement officers will use the system?

See answer #9.

85. How many users will need to use the system in the field (mobile)?

See answer #9.

86. How many total users (not including the public or licensees) will use the system?

See answer #9.

87. What systems, if any, does Massachusetts currently use to track medical cannabis?

Medical cannabis is not under the jurisdiction of the Treasury.

88. What has the Treasury budgeted for the implementation of the new system?

See answer #7.

89. What has the Treasury budgeted for the annual maintenance of the new system?

This is to be determined and will be informed by the responses to the RFQ.

90. Will the Treasury consider a one week extension to the due date of this RFQ?

See answer #63.

91. Attachment C - SOW, Project Management, Project Manager (Page 3)

- *Intellectual Property Agreement for Vendor's Employees, Contractors and Agents [Vendor Abbreviation] shall ensure that all [Vendor Abbreviation] personnel providing services under this SOW, regardless of whether they are [Vendor Abbreviation]'s employees, contractors, or agents, shall, prior to rendering any services under this SOW, sign the "Intellectual Property Agreement for Vendor's Employees, Contractors and Agents," which is included as one of the ITS33 documents, and return signed copies of the same to [Agency Abbreviation]'s Project Manager prior to the delivery of any services under this SOW.*

Would the Treasury please provide the ITS33 documents or a link to them?

This was a typo by the Treasury. It should state, "ITS63." However, this RFQ is open to all vendors, not just those on the ITS63 blanket contract.

92. Attachment C - SOW, Page 8, 3rd Paragraph

- *[Vendor Abbreviation] grants to [Agency Abbreviation] a fully-paid, royalty-free, non-exclusive, non-transferable, worldwide, irrevocable, perpetual, assignable license to make, have made, use, reproduce, distribute, modify, publicly display, publicly perform, digitally perform, transmit and create derivative works based upon the Contractor Property, in any media now known or hereafter known, but only to the extent reasonably necessary for [Agency Abbreviation]’s exploitation of the deliverables to be developed. During the term of the associated Statement of Work and immediately upon any expiration or termination thereof for any reason, [Vendor Abbreviation] will provide to [Agency Abbreviation] the most current copies of any Contractor Property to which [Agency Abbreviation] has rights pursuant to the foregoing, including any related documentation.*
This paragraph does not fit a Software-as-a-Service (SaaS) solution. In the future, can discussions occur to accommodate a SaaS Solution?
Yes. See answer #6.

93. RFQ Page 9, Enforcement

- *Hearings*

Will the Treasury please elaborate on their needs related to hearings?
See answer #58.

94. How will the collection, tracking and enforcement of sales and other taxes be handled? Specifically, how will local, state taxes and/or other income streams be collected and managed, as it relates to developing this proposed system?

This is not yet determined. However, the current thought is that this system will be responsible for the collection of license application and renewal fees and enforcement fees, but not taxes.

95. In section II of the RFQ, the Introduction and Background states that a vendor can “respond with respect to any and of all of the categories, on its own or by partnering with another to provide as comprehensive a solution as possible. A vendor may ultimately be qualified to provide the desired solution in more than one category.”

If the State issues an RFP, will the qualified vendors be restricted in their response to only the categories that they qualified for? Or would they be able to submit a more comprehensive response that encompasses additional categories?

If a vendor is deemed qualified, the vendor will be able to respond to the entire RFP, not just a particular category.

96. Attachment B defines a fixed cost proposal. In an effort to provide a solution to the State that is more cost effective, will the State consider alternate cost models other than a fixed cost?

See answer #56.

97. To allow bidding vendors sufficient time to develop comprehensive bids, will the Commonwealth please consider granting a 2-week extension to the Submission Deadline? The deadline for the Commonwealth issuing responses to vendor questions (11/15) and the current Submission Deadline (11/29) leaves little time for vendors to adequately incorporate the Commonwealth's answers into their bids because of potential delays with courier shipments and key staff time off to spend with their families during the Thanksgiving holiday.

See answer #63.

98. How many of each does the Commonwealth expect to need to be supported by the C2ELTS?

1. recreational retailers
2. growers/ cultivators
3. manufacturers
4. processors
5. deliverers
6. testing facilities

Subject to certain conditions, in the first year of implementation, a maximum of 75 licenses are allowed for each of the retail, manufacturer, and grower/cultivator license categories. After the first year of implementation, however, the numbers of licenses issued per year could change.

99. How many plants will each grower be able to manage for each growing cycle?

There is no current limit to the number of plants that can be grown by each grower.

100. Will there be any maximum amounts for any of the above to be in possession at any given time? Seeds, Seedlings, Processed or other?

There is no current limit.

101. Is there a specific POS or Inventory Management System that the Commonwealth desires to be integrated into the C3ELTS?

Not at this time.

102. Is there a specific Payment gateway that the Commonwealth desires to be integrated into the C3ELTS?

See answer #41.

103. As Bidders are enabled to partner with other vendors- are there any provisions which would prohibit the Bidder and vendor partners from engaging in a Joint Venture during the contract?

There are no such provisions which would prohibit the bidder and vendor from partnering.

104. As this is a fixed bid RFQ with a Cost Proposal to be attached, what procedures will be followed to resolve Out of Scope or Changes?

The change order process will be determined during contract negotiations.